



# Be a Front Runner

Decide with Confidence

## - Grasp the Latest Payment Trend in Office Supplies Industry

### Introduction

Ever get into trouble to identify potential bad-paying customer? Knowing how your customer pays to others is a good idea. However, it is said easier than done. Since 1996, Dun & Bradstreet (D&B) has been organizing DunTrade®, a unique service for participant to get the most objective and reliable payment information. The program has grown over years and now contains vast amount of payment information from different industries.

Leveraging the information, this seminar is organized to share the intelligence with key industry players of Office Supplies Industry. Through this seminar, you can learn:

- latest payment information among different industries, and evaluate the area of improvement on Days Sales Outstanding (DSO)
- D&B's projection on future payment trend of the industry
- Case study on bad payment customers

### Designed For

Credit control professionals of Office Supplies Industry

### Seminar Details

- 1) Payment Analysis and Benchmark Report of the Office Supplies Industry
- 2) Payment Trend Analytical Report of the Office Supplies Industry
- 3) Case Study - symptoms and characteristics of bad payment customers
- 4) Introduction of DunTrade® Payment Database

### Speaker Profile

#### **Tony Wan, Head of Data & Analytics, D&B Hong Kong**

Currently Head of Data & Analytics of D&B Hong Kong, Tony possesses over 10 years of experiences in credit research, financial analysis, data analytics and credit process consulting. He leads all analytics / credit management customer projects and also manages IT team on system design and Data Database Operation team in assuring data integrity, successful projects including development and implementation of credit decision support systems for regional clients including leading financial institutions and multinational companies.

Date & Time: 13 August 2007 Monday 3 pm – 5 pm

Venue: 18/F, Caroline Centre, Lee Gardens Two, 28 Yun Ping Road, Causeway Bay, Hong Kong

Medium: Cantonese

Quota: 25

Enrollment Fee: HK \$ 300

Booking Deadline: until the quota is full

✧ Refreshments will be prepared for attendees.

✧ Payment Analysis and Benchmark Report (In English) will be provided.

✧ Contract Detail: Jenny Chan (Tel: 25161237 ; Email :chanje@dnb.com)

### -----Enrollment Form (Reply Receipt) -----

Company Name: \_\_\_\_\_

Participant Name: \_\_\_\_\_ Job Title: \_\_\_\_\_

Address: \_\_\_\_\_

Tel No. : \_\_\_\_\_ Fax No: \_\_\_\_\_ Email: \_\_\_\_\_

Payment Method:

1. Cash: Pay in person at D&B Office

2. Payment by Cheque: Cheque payable to "Dun & Bradstreet (HK) Ltd." Please mail the cheque to **Dun & Bradstreet (HK) Ltd., Attn to Jenny Chan**, 18/F, Caroline Centre, Lee Gardens two, 28 Yun Ping Road, Causeway Bay. Please mark company name, participant name and event name on the back of the cheque.

3. By Bank Transfer: HSBC Bank AC 111-240487-001 A/C Name: Dun & Bradstreet (HK) Ltd., \*Please fax the pay-in receipt to 31101300. Please mark company name, participant name and event name on the receipt.

Dun & Bradstreet (HK) Ltd.

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